

APSE Scotland Commercialisation Advisory Group

29 September 2016

Hamilton Park Racecourse

1. Introduction & Welcome

Cllr Archie Dryburgh, Chair of the new Scottish Commercialisation advisory group thanked all for attending the first meeting. He opened by providing those in attendance with a little information on himself and also the hopes for this newly formed group. Cllr Dryburgh highlighted that this networking group provided a huge opportunity to openly debate changes and learn from others successes and failures. He noted that this group would provide the opportunity to discuss new business markets, changing customers and their differing priorities. Cllr Dryburgh concluded his opening remarks by informing the group that commercialisation is not a quick fix but a lasting change.

2. Attendance & Apologies

See attached.

3. Commercialisation strategy: The Dumfries & Galloway's journey

Speaker: Ronnie Dempster, Head of Enterprising Services, Dumfries & Galloway Council

Ronnie provided a very interesting and thought provoking presentation on Dumfries & Galloway's journey towards commercialisation. With the aim of Enterprising DG "building the local economy by developing and delivering a range of high quality, value for money entrepreneurial services, in partnership with local small and medium sized enterprises... And to trade commercially". Ronnie's presentation provided information on the key services EnterprisingDG deliver for Dumfries & Galloway Council. This included Building Cleaning, Building Maintenance, Roads Maintenance and Waste Collection. He highlighted that all services have trading accounts and trade proactively with all areas and the private sector. Some of the income generation ideas include hilltop sites for technology/ mobile phone masts and a social enterprise car wash.

Communication and engagement has been one of the key areas of focus for the commercial strategy. All members of staff are aware of the enterprising department and have been encouraged to provide ideas and suggestions as to potential areas of commercialisation for the Council. Ronnie noted that it had been important to ensure elected members were fully aware of the ethos behind EnterprisingDG and that the introduction did not mean the department wanted to take over the world but help local businesses by working together in partnerships as well as providing income generation opportunities during these difficult times of austerity for the Council itself. Other areas of importance included governance and procurement, staff with a will and drive to take this new strategy forward, the need to be resourceful, understanding that information is power looking at partnerships and innovations with others.

As part of the presentation Ronnie also highlighted the importance of legal services as a key partner in the journey towards commercialisation. In terms of moving forward it has been and continues to be important for the team to have their support and guidance/ advice in relation to potential opportunities.

Ronnie concluded that the journey was not at an end and that the strategy was based on a longer term objective. He also highlighted the importance of working

collaboratively with each other in order to enable potential national business opportunities to remain with local authorities.

There was then a number of questions from the floor including how the EnterprisingDG team are overcoming challenges, information on the elected member arrangements in terms of agreeing tenders, the involvement of the procurement department and how important staff engagement and communication regarding commercialisation has been to the journey.

4. Round table discussion on the commercialisation strategies and income generation initiatives underway within Scottish local authorities

Speaker: General Discussion

There was a general discussion around the room regarding what the advisory group members would like to get out of the group, examples of some of the opportunities local authorities were involved or looking to become involved in.

This was a continuation of the discussions and questions from agenda item number 3.

5. Ideas and suggestions of topics/ speakers and future focus of the group

Speaker: General Discussion

It was agreed that as and when the group see fit, minutes of particular discussions would not be recorded ensuring that any potential sensitive information was not released.

It was also agreed by those within the meeting that they would look to provide some information on the areas of commercialisation they were working on, including some facts and figures which the APSE office could pull together to provide at a future meeting. Louise asked all to email any case studies to herself at Lmelville@apse.org.uk

Finally, the group agreed that they would like to focus on discussions at the future advisory group and as and when particular common areas/ themes arise APSE would look to invite a speaker in that area along to speak at the following meeting.

6. APSE Update

Speaker: Louise Melville, Principal Advisor, APSE Scotland

Louise provided the APSE update including briefings; research including the new Scottish elected member research which is due for completion by the end of this year and the Sustainable local government finance and liveable local areas – Can we survive to 2020, now available; training, solutions and the APSE Energy programme.

7. AOCB

There was no other competent business raised.

8. Date/ time and venue of next meeting

The next meeting will be held on Tuesday 22nd November at Dumfries & Galloway Council.

Attendance

Paul Dixon	Aberdeen City Council
Louise Melville	APSE
Ross McLaughlin	Argyll & Bute Council
Scott Blyth	Clackmannanshire Council
Carol Broll	Dumfries & Galloway Council
Alan Mawson	Dumfries & Galloway Council
Steven Trotter	Dumfries & Galloway Council
Cllr Archie Dryburgh	Dumfries & Galloway Council
Ronnie Dempster	Dumfries & Galloway Council
Lawrie Dinwoodie	East Ayrshire Council
Brian Jones	East Ayrshire Council
Gillian Blaney	East Renfrewshire Council
Pat Taggart	Falkirk Council
Shona Cargill	Fife Council
Jacqueline Armitage	Fife Council
Tom Henderson	Fife Council
Craig Waddell	Fife Council
Graham Hodgkins	Fife Council
Ross Grieve	Fife Council
Robin O'Connell	Fife Council
Lee Parry	Fife Council
Tom MacLennan	Highland Council
Jane Corrie	Inverclyde Council
Thomas Reaney	North Ayrshire Council
David Hammond	North Ayrshire Council
Kevin Anderson	North Ayrshire Council
Tony Burns	North Lanarkshire Council
Jacx Daly	North Lanarkshire Council
David Taggart	Renfrewshire Council
Jason Hedley	Scottish Borders Council

David Burns	South Ayrshire Council
Ian Guild	South Lanarkshire Council
Richard Cranney	Tayside Contracts
Derek McLean	West Dunbartonshire Council

Apologies

Pamela Bruce	Aberdeenshire Council
Kay Morrison	Aberdeenshire Council
Mike Cheyne	Aberdeen City council
Brian Strachan	Aberdeen City Council
Jayne Jones	Argyll and Bute Council
Mike Fawkes	Dumfries & Galloway Council
Gordon Bryce	Dumfries & Galloway Council
Derek Spence	East Ayrshire Council
Les Robertson	Fife Council
Cath Neito	East Ayrshire Council
Elsbeth Tierney	Inverclyde Council
Andrew McCloy	East Renfrewshire Council
Lyall Rennie	East Renfrewshire Council
John Gray	Scottish Borders Council
Billy Cooper	South Ayrshire Council
Colin Park	South Lanarkshire Council